

# Doing Business With the United States of America

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Lagos, Nigeria, March 2005

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# Becoming Familiar With the United States of America

- Country Profile
- U.S. Economy
- Business Etiquette & Practices
- Business Environment
- Regulated Industries & Activities
- Trade
- Business Entities
- Tax System

# Country Profile

- Important Dates: 1492, 1776, 1787, 1860s, 1918, 1945
- Geography and Climate
- Languages, Religion
- Political System
- Legal System
- Administrative Divisions

# U.S. Economy



U.S.  
COMMERCIAL  
SERVICE  
*United States of America*  
*Department of Commerce*

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- Market-oriented economy
- High Tech Industries
- Manufacturing
- Services
- Agriculture and Fisheries
- Transportation and Communications

# Business Etiquette & Practices

- Brief, Succinct, To the Point
- Phone, Letters, Emails, Faxes
- Appointments
- Food and Business
- Formality Between Individuals
- Time and Business Dress
- Slang and Humor
- Credit Cards, Tipping, Health Insurance



# Business Environment

- GDP – Services 75%, Industry 23%, Agriculture 2%
- Major Industries – Oil & Gas, Steel, Motor Vehicles, Aerospace, Telcom, Chemicals, Electronics, Food Processing, Consumer Goods, Lumber, Mining



# Regulated Industries and Activities

- Federal Trade Commission
- Antitrust Division of the DOJ
- Securities and Exchange Commission
- Immigration and Customs Enforcement
- Bureau of Export Administration, DOC
- Environmental Protection Agency
- Federal Communications Commission
- Food and Drug Administration

# Trade: Major Exports

- Capital goods
- Industrial supplies
- Consumer goods
- Automotive goods
- Food, feeds and beverages
- Others



# Business Entities

- Corporations
- Partnerships
- Limited liability company
- License, distributorship, agency, franchise



# Tax System

- Federal
- State
- Local



# Thank You!

## Questions?

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